evCHARGEsolutions.com

September 07, 2016

Lisa Smith, Senior Planner,

Please accept our response for your RFI # 201608160, Deployment of Quebec-Maine Electric Vehicle Charging Corridor.

Our company, EV Charge Solutions, is a subsidiary of MyFleetDept, a fleet management services provider founded in 2010. EV Charge Solutions (evCHARGEsolutions.com) is a national distributor of electric vehicle supply equipment (EVSE), also engaged is various installation projects. We can provide site reviews, project planning, project management, administrative management, training and maintenance/repair services. Our experience, industry expertise and focus on customer service provides our clients with a positive experience for the life if the equipment.

EV Charge Solutions is one of the largest independent national distributors of Electric Vehicle Supply Equipment (EVSE) in the US. We represent 8 manufacturers as well as our own branded products and accessories. In fact, our cord management system is the only aftermarket add-on pulley & weight style retractor in the industry.

Our organization provides hardware, software, installation, project management and support services throughout the U.S. We are positioned to provide a complete turn-key solution or any portion of a project. Our support staff is always available to assist the installer, hardware owner and drivers, ensuring a successful project.

Assistance with planning, design, load management, ADA compliance and consideration for future expansion is provided with all projects. We also can provide a secure online ordering platform with individual login access if that is desirable. Whether used for ordering or simply as a catalog (with pricing), this would be a valuable 24/7 access resource for all State buyers and planners.

In addition to our experience and expertise, our inventory of quality EVSE products and focus on customer service and support will provide a resource simply not available elsewhere. Our business is built on being the best in the industry, period.

We have been fortunate to have successfully provided products and/or completed turnkey projects for various organizations. We bring the industry and product expertise to the project; from the planning stage, through installation, and finally providing the provisioning and employee training (typical with a networked station). We can provide web-based training and are always available as a resource on an ongoing basis.

A FEW OF OUR EVSE CLIENTS:

Washington State University
Dairyland Power Cooperative
The University of Tulsa
Rochester Institute of Technology
City of Hermosa Beach, California
Village of Fairport, NY
Town of Perinton, NY
Village of Spencerport, NY
Union College
City of Concord, NC
Google
City of Rochester, NY
State of Washington
NYSERDA
University of California at Davis
Cornell University
Future Energy Savers
Concurrent Design, Inc.
The New York State Fair
Greater Rochester International Airport
Go Green Solar
Zoomhash
UBER
Fayetteville (NC) Public Works Commission
Tesla
Many Electrical Contractors around the U.S.
Orlando Utility Commission

Please don't hesitate to reach out with any questions.

Regards,

M Moser

Michael Moser, President
EV Charge Solutions

Part II

1) I believe your specifications listed are good. The generality of the specifications will allow for creativity and diversity in the proposals submitted.
2) Having a third party vendor "overseeing the project" may be useful if multiple vendors are selected to supply and install equipment. The biggest challenge could be selecting the sites and securing agreements with property owners. This activity may not be best left to an electrical contractor.
3) When determining individual sites; proximity to travel corridor(s), desirable waiting environment, proximity to sufficient power, and benefits to property/business owner should be a priority.
4) Minimally, each "Charging Equipped Rest Area" should provide a ~50kW DCFC station with both SAE Combo and CHAdeMO connectors, as well as adequate level 2 EVSE. We suggest 2-3 level 2 ports with at least one being 40-50 amp output to support vehicles with faster 10kWh AC charging capability (e.g. Tesla, Mercedes).
5) Station durability and serviceability is important, therefore we recommend equipment which is designed for commercial use. Be aware that some manufacturers selling residential type equipment sometimes bid it for commercial applications. We suggest requiring an integral payment system which accepts a credit card swipe to ensure access to ANYONE traveling along the corridor. Utilizing a proprietary network requires drivers to "belong" to the network. This could limit access substantially.
6) Because it is so important to locate the charging equipment at or near a "desirable waiting environment" (e.g. restaurant, shopping center, recreation area, village center, etc.), it will in most cases require that the site be on private property. Having the property owner own the equipment, with substantial funding assistance is the most realistic solution.
7) It may be beneficial to approach business groups (e.g. chamber of commerce) and/or municipalities to explore a partnership which benefits area businesses and the local economy.
8) The 'travel corridor' concept is fairly new, therefore we have not yet recognized substantial benefits from promotion. However, the EV driver community uses only a few popular EVSE locator websites/apps to identify station locations. In other words, the current systems in place will adequately promote the charging sites.
9) Usage data collection and analysis can certainly assist with a 'go forward' strategy and help determine the success of the project and when additional stations should be installed.
10) If the stations/sites are privately owned and benefit the property/business owners, they will be motivated to maintain the equipment and enhance the experience for the EV driver.

PART VI APPENDICES

Appendix A

STATE OF MAINE
GOVERNOR'S ENERGY OFFICE

RESPONSE COVER PAGE

RFI#201608160
DEPLOYMENT OF QUEBEC-MAINE ELECTRIC VEHICLE CHARGING CORRIDOR

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evCHARGEsolutions.com

EV Charge Solutions© is your full service resource for Electric Vehicle Supply Equipment (EVSE)

- …**visit our Online Store at evCHARGEsolutions.com**
- …funding and grant application assistance
- …multiple hardware and software options / a full line of EVSE accessories
- …commercial, workplace, public, fleet, retail and residential solutions
- …assessment, planning & project management services
- …turn-key project support
- …industry leading EV charging products from multiple manufacturers
- …management, monitoring, maintenance and repair services

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